Message Text

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E.O.: 11652: N/A TAGS: BTRA, SA

SUBJ: CHECKLIST FOR AMERICAN BUSINESS VISITORS

REF: STATE A-855

BEGIN SUMMARY: FOLLOWING IS EMBASSY'S CONTRIBUTION TO SUBJECT CHECKLIST. REALIZE THAT IT IS RATHER LONGER THAN ENVISAGED BY DEPT., BUT WE HAVE GONE INTO DETAIL SO THAT IT CAN BE EDITED DOWN TO SUIT REQUIREMENTS. END SUMMARY

A. TRADE POLICY: IN GENERAL, SAUDI ARABIA IMPOSES FEW OBSTACLES TO TRADE. IMPORT DUTIES ON THE GREAT MAJORITY OF ITEMS ARE ZERO OR NOMINAL, EXCEPT FOR A VERY LIMITED CATEGORY OF PROTECTIVE TARIFFS ON LOCALLY MANUFACTURED ARTICLES. THE MAJOR EXCEPTION TO THE ABOVE IS THE ABSOLUTE BAN ON IMPORT OF ALCOHOLIC BEVERAGES AND ANY FOODS CONTAINING PROK PRODUCTS.

B. 1. HOTEL SPACE CONTINUES TO BE SEVERELY LIMITED, ESPECIALLY IN RIYADH. RESERVATIONS FOR INDIVIDUAL TRAVELERS SHOULD BE REQUESTED AT LEAST A MONTH IN ADVANCE; FOR LARGE GROUPS, TWO TO THREE MONTHS LEAD TIME IS ADVISABLE. IT IS OBTEN IMPOSSIBLE TO OBTAIN CONFIRMATION OF RESERVATION REQUESTS IN ADVANCE, AND EVEN CONFIRMAED RESERVATIONS ARE NOT INFREQUENTLY LOST IN THE SHUFFLE. HOTELS OCCASIONALLY ARE REQUIRED BY THE SAUDI GOVERNMENT TO TURN OUT REGISTERED UNCLASSIFIED

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GUESTS IN ORDER TO MAKE ROOM FOR VISITING OFFICIAL DELE-

GATIONS. THERE IS NO GUARANTEED PROTECTION AGAINST THE ABOVE. THE TRAVELER SIMPLY MUST BE HARDY AND PREPARED FOR THE UNEXPECTED. LEADING HOTELS IN JIDDA ARE THE KANDARA PALACE, THE AL-ATTAS, THE OASIS, NEW BAHAUDDIN, THE RIYADH, AND TE AIRPORT; IN RIYADH: THE INTERCONTINENTAL, THE YAMAMA, THE ZAHRET ASH-SHARK, THE SAHARI PALACE, AND THE SAUDIA; IN DHAHRAN (AL-KHOBAR): THE GOSAIBI AND THE KHAJA. OF THESE, ONLY THE INTERCONTINENTAL (OPENNING IN MAY) AND THE GOSAIBI ARE OF FIRST CLASS STANDARD. RATES (INCLUDING SERVICE CHARGE) CURRENTLY RANGE FROM \$30 TO \$42 PER DAY.

- 2. AIRLINE SEATS, PARTICULARLY FOR DOMESTIC TRAVEL, ARE ALSO SCARCE. (THE NATIONAL AIRLINE, SAUDIA, IS THE ONLY ONE WHICH SERVES RIYADH.) RESERVATIONS SHOULD BE MADE EARLY AND RECONFIRMED A FULL DAY BEFORE ONWARD TRAVEL.
- 3. FOR THE MOST PART CREDIT CARDS ARE STILL NOT RPT NOT ACCEPTED BY HOTELS. YOUSHOULD CARRY A SUFFICIENT AMOUNT OF TRAVELERS' CHECKS TO SEE YOU THROUGH YOUR TRIP. THE EXCHANGE RATE AT BANKS IS ABOUT 3.45 SAUDI RIYALS FOR THE DOLLAR. YOU SHOULD AVOID CHANGING MONEY AT HOTELS UNLESS YOU ARE PREPARED TO ACCEPT AS LITTLE AS 3.15 RIYALS FOR THE DOLLAR.
- 4. TAXI DRIVERS AND AIRPORT PORTERS ARE ACCOMPLISHED RIP-OFF ARTISTS, WELL-PRACTICED IN EXTORTING EXORBITANT FEES BY EMBARRASSING THE TRAVELER WITH ANGRY ACCUSATIONS OF INSUFFICIENT PAYMENT. EXCEPT DURING THE PILGRIMAGE SEASON, FIVE RIYALS IS MORE THAN ENOUGH FOR TAXI FARE FROM AIPORT TO HOTEL--OR ANY-PLACE IN TOWN IN EITHER JIDDA OR RIYADH (FOR DHAHRAN, 10 RIYALS).
- 5. COMMUNICATIONS FACILITIES, ALTHOUGH BEING EXPANDED, ARE STILL LIMITED AND VERY EXPENSIVE. TELEX RATES TO NEW YORK ARE IN THE RANGE OF \$10 PER MINUTE. IT CAN TAKE FROM AN HOUR TO A DAY TO GET A TELEPHONE CALL THROUGH TO NEW YORK, AT A CHARGE OF ABOUT \$8 PER MINUTE. SERVICE FOR IN-COUNTRY LONG-DISTANCE CALLS IS EVEN WORSE.
- 6. OBTAINING A VISA FOR SAUDI ARABIA CAN BE AN UNCERTAIN BUSINESS. SPONSORSHIP BY A SAUDI ENTITY OR INDIVIDUAL IS UNCLASSIFIED

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THE ONLY ASSURED METHOD. SOME SAUDI EMBASSIES AND CONSULATES HAVE BEEN INCREASINGLY WILLING TO ISSUE UNSPONSORED VISAS TO BUSINESSMEN ABLE TO DEMONSTRATE A BONA FIDE BUSINESS REASON FOR THE VISIT, BUT THIS CANNOT ALWAYS BE RELIED ON. THE AMERICAN EMBASSY CANNOT RPT CANNOT SPONSOR VISAS FOR BUSINESS VISITORS. EXIT PERMITS NORMALLY CAN NOW BE SIMPLY GRANTED AT THE AIRPORT UPON DEPARTURE, BUT, DEPENDING ON THE TYPE OF VISA AND LENGTH OF STAY, APPLICATION IN ADVANCE MAY

BE NECESSARY. TO BE ON THE SAFE SIDE, CONSULT WITH THE LOCAL AIRLINE OFFICE AT LEAST 24 HOURS BEFORE DEPARTING SAUDI ARABIA.

7. THERE ARE THREE PRIMARY AND VERY DISTINCT KEY AREAS IN SAUDI ARABIA. JIDDA IS THE TRADITIONAL COMMERCIAL AND BANKING CENTER; RIYADH, THE SEAT OF GOVERNMENT; WHILE DHAHRA (CONSTITUTED OF THE TWIN CITIES OF AL-KHOBAR AND DAMMAM) IS OF COURSE THE CENTER OF THE PETROLEUM INDUSTRY AND LOCAL FOR THE BULK OF PROSPECTIVE INDUSTRIAL GROWTH. THE AMERICAN EMBASSY IS LOCATED IN JIDDA, AND A CONSULATE GENERAL IS IN DHAHRAN. AKINS

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